

WHAT IS CLAIMED IS:

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a1* (1) A computerized quotation system comprising at least one first portion which has equipment information; and a second portion which selectively copies at least some of the contained equipment information and which uses some of the copied information to provide a quotation.

(2) The quotation system of claim 1 wherein said first portion comprises an information template.

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a1* (3) The quotation system of claim 2 wherein said information template comprises inputtable dealer information.

(4) The quotation system of claim 2 wherein said information template comprises inputtable information for a certain product which is provided in a row and column format.

(5) The quotation system of claim 4 wherein said information comprises the following:

- an attachment identifier code;
- a brief description of said certain product;
- a quantity of said certain product;
- a list price for said certain product;
- a subtotal list amount which is equal to said list price multiplied by said quantity;

a number of setup hours for said certain product;
a shipping weight of said certain product in
pounds;

a weight of said certain product in kilograms;

5 a code for said certain product;

a first reference code for said certain product;

and

a second reference code for said certain product.

10 (6) The quotation system of claim 5 wherein said
information template is depicted as separate selectable
sections, said separate selectable sections comprising the
following:

a description of the features of said certain
product;

15 said information for required products;

said information for attachments to said required
products;

said information for field conversion attachments
to said required products;

20 a totals box; and

a salesman miscellaneous detail box.

(7) The quotation system of claim 6 wherein said totals
box comprises the following:

a total list price for said selected sections;
a first manufacturer's discount value for said
total list price;

a subtotal which is said total list price minus
5 said first manufacturer's discount;

a setup cost total for said selected sections
which is a setup labor rate multiplied by an amount of
total setup hours;

a freight cost total for said selected sections;
10 a dealer's discount value;

a second manufacturer's discount value for said
setup cost and said freight cost; and

a total amount which is the sum of said subtotal,
said setup cost, and said freight cost, minus said dealer's
15 discount and said second manufacturer's discount.

(8) The quotation system of claim 6 wherein said salesman
miscellaneous detail box comprises the following:

a margin value;
a total base cost amount for said selected
20 sections;

said setup labor rate;

said total setup hours;

a materials/miscellaneous percentage amount;

a materials/miscellaneous amount;

a net cost amount; and

said total list price for said selected sections.

(9) The quotation system of claim 8 wherein said second
5 portion comprises a quotation template.

(10) The quotation system of claim 9 wherein said quotation
template displays an inputtable customer description block
and a summary of said at least one first portion, said
display comprises the following:

10 said description of the features of said certain
product;

 said information for required products;

 said information for attachments;

 said information for field conversion
15 attachments;

 a total price;

 a trade-in amount; and

 a grand total amount which is said total price
minus said trade-in amount.

Sub 20
at (11) A method for providing a quotation is provided; said
method includes the steps of obtaining equipment
information; placing said equipment information in a
database; storing said database; selecting at least some of

sub
of
said information; providing a quotation template; and
copying said selected information onto said quotation
template.

(12) The method of claim 11 wherein said information in
5 said database is stored in a computer system.

(13) The method of claim 12 further comprising the optional
steps of:

saving said quotation;

putting said quotation on hold;

10 adding additional equipment to said quotation;

printing said quotation; and

clearing said information from said quotation
template.

(14) The method of claim 12 wherein said information is
15 manually inputted by a user.

(15) The method of claim 12 wherein said information is
downloaded off of a compact disc.

(16) The method of claim 12 wherein said information is
downloaded off of the Internet.

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